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If Providing access to data is critical, but so is helping a busy HCP make the most of his or her time on a website.

GREG RICE / Klick

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ff With all of the data now available about how our physician audience is using the smartphone, the industry needs to provide the tools and information that the physician is seeking.**?**

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44 It is imperative to educate the industry about the value of technology through real-life examples.**33**

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ff The use of cloud-based systems to support clinical trials is most successful when sponsors are willing to accept standard features and functions of these types of systems.**!!**

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If As reimbursement policies continue to wield tremendous influence on prescribing behaviors, companies will need to prioritize and focus clinical discussions with payer audiences.

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44 Strategies will need to focus more on engagement than on the traditional awareness and persuasion model of communications. **33**

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66 More than ever, precise targeting will be the key to success.**?**

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ACCESSING

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